

Message Text

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ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 XMB-04 CAB-05 CIAE-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 /033 W

----- 005541

R 050552Z NOV 75

FM AMEMBASSY ADDIS ABABA

TO SECSTATE WASHDC 6927

INFO AMEMBASSY LAGOS

AMEMBASSY GABORONE

UNCLAS ADDIS ABABA 13009

E.O. 11652: N/A

TAGS: BEXP ET

SUBJECT: AVIATION ELECTRONICS AND GROUND SUPPORT EQUIPMENT
TRADE MISSION TO ETHIOPIA

REF: A) STATE 246252

B) STATE 255468

C) STATE 209076

1. EMBASSY OFFICER DISCUSSED SUBJECT TRADE MISSION WITH ETHIOPIAN CIVIL AVIATION AUTHORITIES WHO CONTINUE TO EXPRESS INTEREST IN MISSION VISIT TO ADDIS ABABA. CAA ADMINISTRATOR GIRMAW INGIDAYEHU REMAINS ANXIOUS FOR OPPORTUNITY TO MEET WITH AMERICAN SUPPLIERS OF AVIATION EQUIPMENT. GIRMAW NOTED THAT ETHIOPIAN CIVIL AVIATION ADMINISTRATION HAD SOME BUDGET FOR CAPITAL PROCUREMENT AND SHOULD SHARE IN GENERAL GOVERNMENT DEVELOPMENT BUDGET. HE RAISED ISSUE OF WHETHER EX-IM BANK FINANCING MIGHT BE AVAILABLE FOR SUCH PURCHASES. EMBOFF WAS NON-COMMITTAL IN VIEW OF EX-IM ATTITUDE TOWARD ETHIOPIA (REF C).

2. CAA OFFICIALS ALSO HOPE THAT REVISED DESIGN OF HISTORIC ROUTE REGIONAL AIRPORT BEING DONE BY AIRWAYS ENGINEERING BASED ON USE OF STOL AIRCRAFT (REPORTEDLY DASH 7) WILL CONVINCE IBRD TO HELP FINANCE THE FIVE REGIONAL AIRPORTS. WORK ON THE FIRST AIRPORT AT LALIBELA IS SCHEDULED TO
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BEGIN EARLY IN 1976 WITH OTHERS TO FOLLOW AT PACE DEPENDING

UPON AVAILABILITY OF FINANCING.

3. JAPANESE FIRM, NEC, HAS MET WITH ETHIOPIAN CAA OFFICIALS AND IS OFFERING AVIATION EQUIPMENT BUT CAA OFFICIALS WANT TO DISCUSS THEIR NEEDS WITH AMERICAN FIRMS.

4. ETHIOPIAN OFFICIALS INDICATED THEY WERE INTERESTED IN PRODUCTS OF ALL POTENTIAL MISSION MEMBERS. EMBASSY BELIEVES THAT MARKETING POTENTIAL FOR TICKETING COMPUTERS AND AIRPORT SERVICES IS MINIMAL. ETHIOPIANS ARE INTERESTED IN BASIC AVIATION ELECTRONICS, COMMUNICATIONS, AND GROUND SUPPORT EQUIPMENT. IN ADDITION TO CAA, WILL BELIEVE MISSION MEMBERS WILL WISH TO MEET WITH OFFICIALS OF ETHIOPIAN AIRLINES AND THE ETHIOPIAN AIR FORCE.

5. EMBASSY HAS RESERVED NINE ROOMS PLUS SUITE FOR MISSION DIRECTOR AT HILTON HOTEL FOR PERIOD OF VISIT PER INSTRUCTIONS REF A.

6. EMBASSY FEELS THAT TWO DAYS SHOULD BE SUFFICIENT FOR COMMERCE ADVANCE OFFICER TO ACCOMPLISH NECESSARY ARRANGEMENTS.
HUMMEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ADDIS13009
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750383-1090
From: ADDIS ABABA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751174/aaaacnvf.tel
Line Count: 83
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 246252
Review Action: RELEASED, APPROVED
Review Authority: CollinP0
Review Comment: n/a
Review Content Flags:
Review Date: 22 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 APR 2003 by chicheje>; APPROVED <05 MAR 2004 by CollinP0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AVIATION ELECTRONICS AND GROUND SUPPORT EQUIPMENT TRADE MISSION TO ETHIOPIA
TAGS: BEXP, ET
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006